

Message Text

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PAGE 01 MEXICO 08881 082356Z

73

ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 EB-07 COME-00 TRSE-00 AID-05

CIAE-00 INR-07 NSAE-00 /034 W
----- 039934

R 082222Z OCT 75
FM AMEMBASSY MEXICO
TO SECSTATE WASHDC 0460

UNCLAS MEXICO 8881

PLS PASS EXIMBANK

E.O. 11652: N/A
TAGS: EGEN, BEXP, MX
SUBJ: PRELIMINARY COMMITMENT TO SUPPORT SALE OF GEOTHERMAL STEAM
TURBINE GENERATOR UNITS TO COMISION FEDERAL DE ELECTRICIDAD

REF: STATE 237574

1. EMBOFF ATTENDED BID OPENING FOR SUBJECT EQUIPMENT AWARDS.
BIDS WERE PRESENTED BY KAWASAKI (JAPAN), FRANCO TOSSI (ITALY),
AND GENERAL ELECTRIC (US). FRANCO TOSSI BID DOLS 16.4 MILLION
WITH 20 PERCENT CASH PAYMENT, 80 PERCENT EXPORT VALUE SUPPLIER
FINANCED OVER 8 YEAR PERIOD AT 7-1/2 PERCENT INTEREST, PAYMENTS
BEGINNING 6 MONTHS AFTER LAST SHIPMENT. NO FEES OR OTHER COSTS
INVOLVED. GENERAL ELECTRIC BID DOLS 15.7 MILLION, 10 PERCENT
CASH PAYMENT, 90 PERCENT EXPORT VALUE FINANCED (45 PERCENT
EXIMBANK, 45 PERCENT CONSORTIUM PRIVATE BANKS) OVER 12 YEAR
PERIOD AT 8-3/4 - 9 PERCENT INTEREST PLUS COMMITMENT FEE.
KAWASAKI BID DOLS 6.2 MILLION RPT 6.2 MILLION WITH 20
PERCENT CASY PAYMENT, 80 PERCENT EXPORT VALUE FINANCED BY
EXIMBANK OF JAPAN OVER 8 YEARS PERIOD AT 7-1/2 PERCENT, PAYMENTS
BEGINNING 6 MONTHS AFTER FINAL SHIPMENT. NO FEES OR
OTHER COSTS INVOLVED.

2. BOTH TOSSI AND GE REPRESENTATIVES WERE SURPRISED
AT JAPANESE PRICES.
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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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Margaret P. Grafeld
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To: STATE
Type: TE
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